



What do we mean by 'Your Impact?'

1. How you Communicate
2. How you Show Up
3. How you Respond
4. How you Feel
5. How Other People Feel About You
6. How Other People Talk About You

1. How you Communicate

The way you interact, the language you use, the sound of your voice, your body language, your tone, your style of communicating, how often you communicate, whether you are on email, online, in person, on the phone, your energy, your facial expressions...and lots more!

1. How you Show Up

The impression you make, your patterns, your choices around how you walk into a room, jump onto a call, how present you are, how attentive, engaged, interested, available...

2. How you Respond

Your temperament, your collaboration style, how you manage difference or disagreement, your emotional self-management, your empathy, your level of curiosity, whether you are defensive or open, how you ask questions, how you answer questions, whether you are patient and thoughtful or reactive and quick to react...

3. How you Feel

Your own internal state, your emotional temperature, your underlying feelings, whether you are congruent with those feelings or whether you push away your feelings and pretend, your physiological responses, your biases or preferences with different people, your sensitivity to others' opinions or emotions, your passions, and values...

4. How Other People Feel About You

How you leave people feeling, your level of energy and how contagious your energy is, how you change the temperature of a room, your emotional influence on others, your credibility, how available you are for others, your empathy, whether you are approachable, trustworthy, and reliable, your qualities such as fun, serious, flippant, confident, reassuring, domineering, impatient, caring...

5. How Other People Talk About You

The story people take away about you, the language you use that they then use about you, whether you create trust or a following, the actions you do that people remember and talk about, the things that would be written about you in a leaving speech, award ceremony, online or in social media posts, whether people would recommend you to others and what they would say, the positives as well as the more challenging aspects of who you are and what it is like to work with you, be led by you or to be your leader, the things you say and do that speak about who you are and how people will remember you for years to come